

What's new at Shanna Schmidt Numismatics Inc.

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### Newsletter #63:

#### What's New at Shanna Schmidt Numismatics Inc.

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Greetings from Chicago! After a busy but fun week in London I am finally back home. The Roma auction was successful for most of my clients and I was able to get in some viewing for the upcoming NAC auction in Zurich which takes place next month. There are a whopping 1,700+ lots in the sale (3 catalogs) so if you are interested you might want to get started. I'm told by NAC that there are some errors in the paper catalog so please look at the online version first. I will alert you of any major revisions to price, pedigree or details. Catalogs should arrive shortly so please mention to me if you would like one.

I've been talking with some of you and getting some great advice on how to improve the quality of my services. I'll be reaching out to each of you individually about this in the coming days but I wanted to start the conversation here before we talk about the upcoming auctions.

#### Auction Representation Service Changes

After 1 1/2 years now on my own I'm starting to get into a nice routine of online and live auction representation. I believe the most useful services I can provide is in terms of on-site live auctions. Here is what you get when you work with me:

1. *In-depth research using auction records to advise on proper bidding levels. I use CoinArchives Pro which I know many customers do not have. This gives you auction records going back to 2000 which can give a good overall impression of how a coin might perform in auction. It should not be used without common sense. For example, most of us know that the Prospero auction had heavily inflated hammer prices because of the buying frenzy caused by the Sheik of Qatar. I use this material directionally. I also will send screenshots of coins and their hammer prices if clients request it.*

2. *In-hand viewing. I will view your lots, make detailed notes on condition and specify any issues a coin may have. If you require photos I can do this with my iphone during viewing as long as it is not excessive (e.g. more than 20 coins).*
3. *Consultation with other dealers/experts on specific questions. Sometimes there is a question on authenticity or something else that I may not have the answer to. The fortunate thing is that I know a lot of folks that do know the answer and I am not shy to inquire if needed. I want customers to be confident with their purchases and if that requires to talk to someone who might have a deeper knowledge on a type then I will seek that out.*
4. *Real-time communication during auctions. I am available by text, phone or gmail chat if you want to communicate during auctions. Depending on a client's needs one of the above might be desirable.*
5. *Shipping and customs/duties are handled by me. I will divide costs based on percent purchase compared to entire purchase for each customer. This can substantially lower your shipping and duties depending on the amount of customers I am representing.*

I do not pass on fees for my travel or hotel costs and I only charge you if I win the coin. Some auction houses incentivize dealers by giving a discount. This is not always the case however and should not be assumed. You will need to ask me. In the past I have not charged anything for my work if I get a discount (typically 5% to dealers). I will now change my fees to 7% for any auction representation. If I get a discount then it will be an additional 2%. If I do not get a discount then it will be 7%. I will continue to charge 5% for any e-auctions when I can not view material in hand. There will be minimum bidding amount if an auction is in the middle of the night. Please discuss this with me.

As I rely on my commission for a large part of my business I felt like a small percent increase would not be too much to ask from customers who have used my services many times at no extra cost. Please feel free to talk to me if you want to discuss this.

### **Exchange Rates for Auctions**

A few customers have suggested that I revise my policy for exchange rates. Many of you don't like the hassle of working with estimated and final exchange rates. I can understand this can be annoying, especially when it is something like \$25 or less in difference in price. I would like to therefore suggest a change that should be less work for everyone. I will lock customers straight away into an exchange rate slightly higher than the listed exchange rate for the day I send an invoice out. For example, if the GBP is at 1.4 to the USD then I will lock customers into a rate of 1.42. This will typically provide me the money I need to cover the bill and still get a proper commission. Unless the exchange rate fluctuates dramatically against me I will not revise the bill. I have found that most of the time I owe \$50 or less to most customers so it likely will make everyone's life easier. That said, please understand that I have no control over import fees charged by FedEx (technically called "merchandise handling fees"). These always are billed a few weeks or more after the shipment arrives and typically costs a few hundred dollars. This is something I will ask for additional money.

Now for what is coming up:

**H.D. Rauch Auction 106 (Vienna, April 10-11)**

H.D. Rauch has a two-day live auction with 1,839 lots. Of these, 404 are ancient coins. The rest are world. I routinely have participated by phone in the Rauch auctions and can also bid online. Please get in touch if you have interest. The auction can be viewed on Sixbid or Numisbids.

#### **CNG E-Auction 418 (April 11)**

CNG is offering 715 lots in their upcoming esale. As always I am actively participating in their auctions so get in touch if you need my help.

#### **Solidus Auction 28 (April 14)**

There are 675 lots in their upcoming esale. Different from other sales this week, Solidus is has group lots for all 675 listings in their auction. This might be a nice opportunity to pick up some interesting pieces at a budget price. The auction can be viewed on Sixbid or Numisbids.

#### **Chicago Coin Expo Trade Show, Gemini and Heritage auctions (April 18-21)**

The second annual Chicago Coin Expo is taking place on April 18-21 at the historic downtown Palmer House Hotel. I am setting up and will be at table 15 during the show. I hope to see some of you there. I'd also like to add that my mother Ellen will be with me and will set up a few cases of high end jewelry. Many of you know that she retired a few years ago from her jewelry business and is selling some of the stock that she still retained after the store closed. None is costume jewelry. It's the real deal and at a percentage under her cost. Some great deals for certain.

Gemini and Heritage will hold auctions during the show at the same location. I plan to view and attend these auctions so please get in touch if you need representation.





**Gedächtnis-Tafel**  
des Theurungs-Jahres 1771.

D. Schänl.	N. x	Das Th.	N. x	D. Maas	N. x
Korn	45	20	Rindfl.	9 $\frac{1}{2}$	5.
Eern.	53	20	Kalbfl.	9 $\frac{1}{2}$	6.
Gerste	66	40	Schweinfl.	12 $\frac{1}{2}$	15.
Hir.	70		Lichter	21	12 $\frac{1}{2}$ Laib
Haber.	34	40	Schmalz	22 $\frac{1}{2}$	6 $\frac{1}{2}$ Laib
Erbfen	33	20	Hew.	1	6 $\frac{1}{2}$ Laib
Linjen	35	20	Holz.	5	6 $\frac{1}{2}$ Brod

Die Preise sind nach dem  
Baier. Maas u. Gew.

Das 66 Rindfl. 14 x.  
Kalbfl. 12 x. L. Maasfl. 11 x.  
Schweinfl. 26 x. D. Maasfl. 22 x. 2. 10.

Nach d. Baier. Schüsseln u. Gew. kostete

	Korn	Wai-zen	Ger-sten	Ma-zen	Ho-ge-ant	Wai-zenb.	Wai-zenb.
Die Maas	18 16	1	1	1	1	1	1
Braun	Oct 27	32	17	10	1	23	1. 18
Bier 8 $\frac{1}{2}$	Nov. 34	35	22	11	1	15	1. 15
Wai-zen	Dec 35	34	23	9	1	22	1. 14
Bier 6 $\frac{1}{2}$	1817	---	---	---	---	---	---
Wai-zen	Jan 39	40	40	11	1	15	1. 9
Bier.	Feb. 40	41	36	13	1	11	1. 7
3 $\frac{1}{2}$ x.	März 40	44	37	13	1	12	1. 5
Leinöl	April 44	50	39	14	1	9	1. 2
6 36	Mai 46	56	40	15	1	7	1. 1
hmi	Jun 46	60	43	16	1	4	1. 1
Luti	Jul 50	65	48	20	1	3	1. 1

D. 6 Pfennig Laib Weibrod wog  
3 Lb. 4 Q. 14 x. D. 2 x. Mecklen  
u. 2 Lb. 3 Q. 3 x. D. 2 x. Laib  
Commodat. 10 x.  
15 x.





✱  
 Furchtbar rollte der  
 Donner über den Häuptern  
 der Menschen; fast jede Wolke  
 erzeugte vernichtende Blitze;  
 auch hier nimmt er seinen Lauf  
 auf eine friedliche Hütte; und  
 angstvoll fliehen Menschen u.  
 Vieh ob des gewaltigen Donners



Der im Sommer die-  
 ses Jahres fast täglich nie-  
 derströmende Regen schavel-  
 te die Gewässer zu einer außer-  
 ordentlichen Höhe an; und mit  
 gerungenen Händen sahen  
 Tausende ihre Wohnungen  
 und ihre Habe von dem  
 gewaltigen Strome mit-  
 fortgerissen.







## Coin of the Week

<https://www.shannaschmidt.com/world/schraubtaler-nrnberg-germany-1817>

### Schraubtaler. Nürnberg, Germany. 1817

Tin medal with hidden story, 32.43g (48mm, 12h). Depiction of starving family under a tree / Praying farmer in fertile landscape receives from a harvest wreath from girl, above angels. Within the taler are eight connected double-sided colored copper engravings and descriptions, four of which show the year of need (1816) and four the good year (1817), in the inside cover there are two glued, black and white copper engravings: 1816/1817 and a table with a comparison to 1771 in Bavaria.

Price: \$1,500

These fascinating pieces are “coins” that can be separated into two parts and contain something inside whether it be a portrait of a loved one, story or precious item. They were extremely popular, particularly in Germany in the 1700 and 1800’s. The earliest known schraubtaler used coins from 1486–1525. Many times, the coins used to construct the schraubtaler were from different cities and various dates but most were out of circulation. The artistry and stories encapsulated within the coins are fascinating. For example, this particular piece details the starvation that took place in Germany in the year 1816. It also compares the year 1816/1817 to 1771 in Bavaria. This piece was made in Nurnberg, however, the majority of schraubtalers came out of Augsburg. These pieces reflected religious and political issues of the time.

Schraubtalers were given as a present, a commemorative gift for a wedding or baptism, or for distinguished honors. Sometimes they were given to the men and women in arranged marriages with the portrait of their future spouse enclosed. They also used it as packaging for precious items. For example, Queen Maria Theresia gave the bodyguard for her bedroom, half a ducat that she enclosed in a schraubtaler. The most interesting thing about a schraubtaler is undoubtedly the content. The earliest have engravings or oil portraits put straight on the inside of the talers.

**References:** Pressler 439 (on colored plates within). Erlanger 6

**Grade:** In very nice condition with no tears or separations. EF  
wc1018

<https://www.shannaschmidt.com/world/schraubtaler-nrnberg-germany-1817>

If you are interested in this coin please click the link above or email me at [shanna@shannaschmidt.com](mailto:shanna@shannaschmidt.com)

Until next week!  
Shanna

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